

Message Text

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PAGE 01 BERN 02387 221115Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 CCO-00 PASO-00 /021 W
-----076825 221544Z /42

R 220950Z MAY 78
FM AMEMBASSY BERN
TO SECSTATE WASHDC 6295

UNCLAS BERN 2387

FOR EUR/EX

E.O. 11652: N/A
TAGJ: F-5E OFFSET: CLEVELAND RTA & BROWN BOVERI CONTRACT
TAGS: MASS, SZ

1. PLEASE PASS FOLLOWING TO
MR. DALE FINLEY
CHAIRMAN OF THE BOARD
CLEVELAND REGIONAL TRANSIT AUTHORITY
1404 EAST NINTH ST
CLEVELAND, OHIO 44114
TEL (216) 781-5100

2. HAVE RECEIVED FOLLOWING LETTER FROM BROWN-
BOVERI: BEGIN TEXT: ONCE MORE WE CALL ON YOU
IN CONNECTION WITH THE TIGER AIRCRAFT OFFSET AGREEMENT.
WE ARE INTERESTED IN A PROJECT OF THE ABOVE-
MENTIONED CLEVELAND AUTHORITY WHO PLACED AN
ORDER FOR 48 LIGHT RAIL VEHICLES WITH THE ITALIAN
FIRM BREDA AS MAIN CONTRACTOR WITH THE INSTRUCTION
TO NAME SEVERAL ACCEPTABLE SUBCONTRACTORS FOR THE
ELECTRIC PROPULSION EQUIPMENT. BREDA SUGGESTED 3
POSSIBLE SUB-SUPPLIERS, ONE OF THEM BBC, WHO PRESENTED
THEIR PROPOSALS LAST WEEK TO THE PURCHASER IN CLEVELAND.
THE LATTER WILL DECIDE ABOUT WHO IS GOING TO SUPPLY
(AS SUBCONTRACTOR TO BREDA) THE ELECTRIC PROPULSION
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EQUIPMENT.

BBC SUGGESTED A SOLUTION
WHICH COMPRISES SUPPLIES
FROM THE 3 COUNTRIES, USA, CANADA, SWITZERLAND, FROM
EACH ABOUT ONE THIRD OF THE TOTAL VOLUME (ABOUT \$9
MILLION IN ALL). THE BBC PROJECT IS HANDLED BY OUR

NORTH BRUNSWICK (NJ) OFFICE.

AS THE SUBCONTRACTOR'S PRICE LEVEL IS NOT A CRITERION FOR THE PURCHASER (HIS CONTRACT WITH BREDA INCLUDES THIS SUPPLY) AND OUR THECNOLOGY CERTAINLY BELONGS TO THE MOST ADVANCED, THERE REMAINS THE POLITICAL ASPECT. WE PROPOSE THAT THE SWISS CONTENT OF THE BBC PROPOSAL BE REGARDED AS OFFSER SUPPLY UNDER THE AFOREMENTIONED MOU AD IT IS HERE THAT WE ASK FOR YOUR ASSISTANCE. IN OUR OPINION IT MAY WELL BE IN THE (US) PUBLIC INTEREST TO DO A FURTHER STEP TOWARDS THE GOAL OF THE MOU BY CHOOSING BBC AS SUPPLIER OF THE ELECTRIC PROPULSION EQUIPMENT. YOU PROBABLY KNOW THAT THE WHOLE PROJECT IS HEAVILY SUBSIDIZED BY THE FEDERAL GOVT. WE WOULD BE PLEASED IF YOU SHOULD DEEM FIT TO SUPPORT OUR REQUEST WITH THE RESPONSIBLE AUTHORITIES IN THE USA. WE THANK YOU FOR ANY ASSISTANCE YOU CAN GIVE US. YOURS FAITHFULLY,
BBC BROWN, BOVERI & CO, LTD. SIGNED: M.W. SCHAEELCHLIN
AND H.U. WUERGLER. END TEXT.

3. WOULD APPRECIATE REPORT STATUS THIS MATTER.
MARVIN L. WARNER, AMERICAN AMBASSADOR, BERN, SWITZERLAND.
WARNER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.
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NNN

Message Attributes

Automatic Decaptoning: X
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Channel Indicators: n/a
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Draft Date: 22 may 1978
Decaption Date: 01 jan 1960
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Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Secure: OPEN
Status: <DBA CHANGED> VJT 20040924
Subject: F-5E OFFSET: CLEVELAND RTA & BROWN BOVERI CONTRACT
TAGS: MASS, BBSR, SZ, CLEVELAND REGIONAL TRANSIT AUTHORITY, BROWN BOVERI & CO LTD
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Type: TE
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